

## Message Text

UNCLASSIFIED

PAGE 01 TOKYO 03335 010938Z  
ACTION EA-12

INFO OCT-01 ISO-00 COME-00 EB-08 STR-07 CEA-01 SP-02  
SIL-01 SS-15 LAB-04 SSO-00 NSCE-00 /051 W  
-----072649 010944Z /23  
O 010840Z MAR 78  
FM AMEMBASSY TOKYO  
TO SECSTATE WASHDC IMMEDIATE 5702

UNCLAS TOKYO 3335

PASS COMMERCE FOR WEIL/GARNITZ, STR

E.O. 11652: N/A  
TAGS: BEXP, BTRA, JA, US  
SUBJECT: TRADE FACILITATION COMMITTEE: JAPAN IMPORT PROMOTION  
MISSION TO THE UNITED STATES--AMBASSADOR'S MEETING WITH IKEDA

REF: (A) STATE 48520, (B) USDOC 3828, (C) TOKYO 3052,  
(D) 2905

1. VERY MUCH APPRECIATE REFS A AND B IN RESPONSE TO  
REFS C AND D. PARA 2 BELOW CONTAINS TEXT OF AMBASSADOR'S  
OPENING STATEMENT AT FEBRUARY 28 MEETIG WITH IKEDA AND  
KEY MEMBERS OF JAPAN IMPORT PROMOTION MISSION.

2. BEGIN TEXT  
(PARA) I WISH TO THANK ALL OF YOU FOR COMING HERE SO  
CLOSE TO YOUR DEPARTURE FOR THE UNITED STATES. YOU HAVE  
RECEIVED, I BELIEVE, MY LETTER OF FEBRUARY 21, IN WHICH  
I EMPHASIZED THE SIGNIFICANCE OF YOUR MISSION. AND  
YESTERDAY, WHEN MR. IKEDA AND I DISCUSSED THIS EFFORT,  
WE AGREED ON THE IMPORTANCE OF YOUR TRIP TO BOTH OUR  
COUNTRIES.

THIS MISSION IS AN IMPORTANT SYMBOL AS THE FIRST  
MAJOR PUBLIC EVENT FOLLOWING UP THE JOINT STATEMENT OF  
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MINISTER USHIBA AND AMBASSADOR STRAUSS. WE ARE PLEASED  
THAT MR. IKEDA HAS AGREED TO LEAD THE GROUP; WE HAVE  
DEEP RESPECT FOR HIS EXPERIENCE AND CAPABILITIES.

ASSISTANT SECRETARY OF COMMERCE FRANK WEIL HAS  
MADE EVERY EFFORT TO COOPERATE WITH MITI AND JETRO IN  
ARRANGING FOR MEETINGS BETWEEN YOUR GROUP AND AMERICAN

FIRMS ALL ACROSS AMERICA. HE TELLS ME THAT HE HAD A HARD JOB. APPARENTLY THE U.S. BUSINESS COMMUNITY WAS COOL TO THE IDEA OF WHAT THEY FEARED MIGHT BE PURELY PUBLIC RELATIONS MEETINGS WITH YOU. WE KNOW YOU UNDERSTAND THAT YOUR MISSION CANNOT MERELY TELL AMERICAN BUSINESS AND LABOR TO BE PATIENT, UNDERSTANDING, AND TO TRY A LITTLE HARDER.

HOWEVER, THE COMPOSITION OF THE GROUP, AND YOUR ASSURANCES, HAVE HELPED MR. WEIL AND THE DEPARTMENT OF COMMERCE CONVINCE AMERICANS THAT YOUR GROUP DOES IN FACT MEAN BUSINESS.

THE SUCCESS OF THE JAPAN IMPORT PROMOTION MISSION WILL BE MEASURED BY CONCRETE BUSINESS RESULTS. WE HOPE THAT THE MISSION WILL RESULT IN SUBSTANTIAL BUSINESS CONTACTS AND SUBSEQUENT JAPANESE IMPORTS. DURING THESE NEXT TWO WEEKS YOU CAN MUCH BETTER DEMONSTRATE THAT JAPANESE DOMESTIC MARKETS ARE OPEN TO IMPORTS BY YOUR ACTIONS THAN BY YOUR WORDS.

YOU HAVE A DIFFICULT JOB AND A HEAVY RESPONSIBILITY AS LEADERS OF THE GROUP. YOUR MISSION CAN BE A MOMENTOUS TRIP THAT COULD LAUNCH OUR COOPERATIVE EFFORTS THIS YEAR TO CARRY OUT ALL THE OBJECTIVES OF THE JOINT STATEMENT OF MINISTER USHIBA AND

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AMBASSADOR STRAUSS. I BELIEVE WE CAN COUNT ON YOU TO MAKE YOUR MISSION A REAL SUCCESS, BOTH IN JAPAN AND IN THE UNITED STATES. END TEXT.

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
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**Subject:** TRADE FACILITATION COMMITTEE: JAPAN IMPORT PROMOTION MISSION TO THE UNITED STATES--AMBASSADOR'S MEETING WITH IKEDA  
**TAGS:** BEXP, BTRA, JA, US  
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